

Message Text

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ACTION PM-05

INFO OCT-01 AF-10 EUR-12 NEA-10 ISO-00 DODE-00 MCE-00
CIAE-00 INR-10 NSAE-00 L-03 HA-05 AID-05 EB-08
SS-15 TRSE-00 OMB-01 SP-02 COME-00 ACDA-12 /099 W
-----042589 311200Z /50

P R 311125Z AUG 78
FM AMEMBASSY NIAMEY
TO SECSTATE WASHDC PRIORITY 1290
INFO AMEMBASSY ABIDJAN PRIORITY
AMEMBASSY PARIS
AMEMBASSY OUAGADOUGOU
AMEMBASSY TRIPOLI

C O N F I D E N T I A L NIAMEY 3895

ABIDJAN FOR DAO

E.O. 11652: XGDS-4
TAGS: MASS, NG, ECON
SUBJ: NIGER'S INTEREST IN C-130 AIRCRAFT

REF: A. STATE 150962

1. LOCKHEED GEORGIA INTERNATIONAL SALES MANAGER THOMAS J. STEUSLOFF AND GATEWAY INTERNATIONAL MARKETING DIRECTOR JOHN V. GRECO CALLED AT EMBASSY AUGUST 31 TO REQUEST NOTARIAL SERVICES (AUTHENTICATION) FOR LETTER SIGNED BY FINANCE MINISTER MOUSSA TONDI TO ROBERT B. ORMSBY, PRESIDENT LOCKHEED GEORGIA IN MARIETTA. LETTER CONFIRMS GON INTENTION TO EXECUTE A PURCHASE CONTRACT FOR TWO C-130 H TRANSPORT AIRCRAFT WITH RELATED SPARES, FLIGHT TRAINING, MAINTENANCE TRAINING AND FIELD SERVICE.

2. GON ASKED LOCKHEED TO HELP IN FINANCING FOR PURCHASE CONTRACT UP TOTAL OF U.S. \$25 MILLION. GON STATE IT IS

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PREPARED TO CONSIDER PROVIDING UP TO 30 PERCENT OF THIS AMOUNT.

3. LETTER CONCLUDES THAT QUICK FINANCING WILL ENABLE NIGER TO EXECUTE (AFTER STUDY OF CONDITIONS INVOLVED) A FIRM CONTRACT FOR AIRCRAFT AND ASSOCIATED EQUIPMENT.

4. IN CONVERSATION WITH CHARGE, GRECO AND STEUSLOFF EXPRESSED

CONFIDENTCE THAT BRIGHT FUTURE OF NIGER ECONOMY BASED ON URANIUM DEVELOPMENT MADE THEM CONFIDENT THAT LONG TERM FINANCING FOR THIS SALE COULD BE OBTAINED. THEY ALSO HAD NO DOUBTS ABOUT NIGER'S ABILITY TO MEET TERMS OF CONTRACT. THEY CLAIMED TO BE FURTHER ENCOURAGED BY CONSIDERABLE FRENCH INVOLVEMENT, WHICH THEY SAID WOULD MAKE FOR POLITICAL STABILITY.

5. COMMENT: AS DEPARTMENT IS AWARE, TOTAL FIGURE OF 25 MILLION DOLLARS IS LESS THAN HALF THE AMOUNT ESTIMATED AS REQUIRED FOR FULL PACKAGE INCLUDING AIRCRAFT AND RELATED GROUND EQUIPMENT WHICH WAS DISCUSSED WITH GON REPS IN WASHINGTON IN JUNE. OUR TENTATIVE VIEW IS THAT TWO FACTORS SPURRED GON TO OPT FOR MUCH SMALLER PACKAGE INCLUDING ONLY TWO AIRCRAFT:

A. SPEED, EMPHASIS IN GON LETTER IS ON QUICK FINANCING AND EARLY SIGNING OF PURCHASE CONTRACT.

B. RELATIVELY LITTLE CASE REQUIRED. TERMS OF LETTER INDICATE GON WOULD ONLY BE REQUIRED TO COME UP WITH EIGHT MILLION DOLLARS IN CASH AT TIME OF PURCHASE.

6. DEPARTMENT WILL RECALL THAT EARLIEST FMS FINANCING COULD HAVE BEEN AVAILABLE WAS FY 1980. NIGER'S CONCERN ABOUT THREATS TO ITS GOVERNMENT TO IMPROVE ITS ABILITY TO MOVE TROOPS ACROSS ITS EXTENSIVE TERRITORY AS SOON AS POSSIBLE. WE WONDER, HOWEVER, IF IN OPTING FOR QUICK PURCHASE FOCUSED ON AIRCRAFT WITH CONFIDENTIAL

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RELATIVELY LITTLE GROUND EQUIPMENT GON MAY NOT BE CREATING MAINTENANCE AND OPERATIONAL PROBLEMS FOR ITSELF IN THE LONG TERM.

7. COPY OF GON LETTER TO LOCKHEED FOLLOWS BY POUCH.KEOGH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY AIRCRAFT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 31 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t1978083/aaaaacoi.tel
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 821fa45c-c288-dd11-92da-001cc4696bcc
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Original Classification: CONFIDENTIAL
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Original Previous Classification: n/a
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